

Summary: **TennCare** is the State Medicaid Agency in Tennessee, providing high quality, cost effective health care to 1.4 million Tennesseans, with an annual budget of approximately \$11.8 billion. **Long-Term Services and Supports** is one of the largest units within TennCare with a team of 78 highly capable staff who are committed to leading the ongoing development and operation of an innovative, sustainable, person-driven long-term services and supports (LTSS) system in which older adults and people with disabilities and/or chronic conditions have choice, control and access to a full array of high quality services and supports that assure optimal outcomes, including independence, health and quality of life. As one of the most effective tools for driving system transformation and achieving program goals, **value-based purchasing** has become an underpinning of Tennessee's LTSS programs and services.¹ Tennessee is nationally recognized as a leader in designing and implementing value-based purchasing approaches and initiatives, and is committed to developing payment models and approaches that can help to drive LTSS system improvements across the country.² This position offers an opportunity for national impact and recognition, and significant potential for advancement within the organization and beyond.

Visionary and driven Assistant Commissioner and Chief of Long-Term Services and Supports with two decades of Medicaid leadership experience seeks an innovative, self-motivated strategic planning, project management and data analytics professional to plan and implement strategic value-based payment initiatives and manage LTSS components of Tennessee's \$65 million federal State Innovations Model test grant award. Requires the ability to work collaboratively with senior program leaders to identify and achieve program goals, facilitation of ongoing stakeholder engagement processes, keen analytical skills, highly effective written and verbal communication including presentation and facilitation skills, and the ability to manage multiple high priority value-based purchasing projects in a fast-paced environment of high expectations.

(State Classification is a Managed Care Division Director)

Primary Roles and Responsibilities:

- Planning and implementation of multiple strategic value-based purchasing initiatives
- Data analytics for value-based purchasing initiatives, including analysis of complex claims and encounter data to drive the development of new payment methodologies that incentivize desired outcomes, as well as data request development, translation of business needs, data review and validation, thorough documentation, and contextual narrative and presentation
- Development and implementation of business processes to support value-based purchasing initiatives, including operations manuals and procedures
- Development of IT systems and processes to support value-based purchasing business needs
- Management and oversight of procurement and contracting processes and ongoing monitoring and oversight of contracted vendors
- Provider training and technical assistance to support value-based purchasing initiatives
- Development and implementation of audit processes to ensure the integrity of reported quality metrics
- Representing LTSS and the Division of TennCare in value-based purchasing research and discussions

Core Competencies:

- Strategic thinker and planner, data-driven and analytical in approach to solving problems

¹ See program chart on page 3.

² Read more about Tennessee's value-based purchasing work in LTSS at: Read more about QuILTSS as a national model at <https://www.chcs.org/media/CHCS-MLTSS-Scan-7-20-16.pdf>, http://www.integratedcareresourcecenter.com/PDFs/ICRC_VBP_in_Nursing_Facilities_November_2017.pdf, and https://www.shvs.org/wp-content/uploads/2017/04/Value-Based-Payment-Models_4.10.pdf.

- Demonstrated capacity to successfully lead and navigate within a fast-paced environment with shifting priorities and varying degrees of ambiguity
- Excellent organizational skills, including the ability to prioritize, multi-task, and manage workload to meet specific timeframes and deadlines with minimal supervision
- Keen data analytics aptitude, including intermediate to advanced Excel skills with the ability to analyze and summarize data through the use of formulas and pivot tables as well as proficiency with other Microsoft Office products
- Results/action-orientation; demonstrated project management expertise
- Flexible and adaptable; ability to adjust plans based on new learning and/or changing program goals
- Independent and resourceful; does not wait for someone else to provide direction
- Highly developed written and verbal communication and presentation skills, including technical writing; active listener and can easily adapt communication to the needs of diverse audiences and partners
- Excels at building relationships and networks; influences others to achieve challenging outcomes on ambitious timeframes
- Systems and process-thinker; loves building and rebuilding, creating order out of chaos
- Strong emotional intelligence and professional confidence
- Organizational and political savvy and agility; well-developed negotiation skills
- Tireless work ethic and willingness to both accept and provide strong direction

Preferred Qualifications:

Bachelor or advanced degree with specialized data analytics and/or project management training and/or certification
Salary competitive and commensurate with qualifications

Qualified candidates should send a cover letter, resume, and references with subject line "Application: VBP Director" to Kayla.Jones@tn.gov. References will not be contacted until successful completion of interview.

Pursuant to the State of Tennessee's Workplace Discrimination and Harassment policy, the State is firmly committed to the principle of fair and equal employment opportunities for its citizens and strives to protect the rights and opportunities of all people to seek, obtain, and hold employment without being subjected to illegal discrimination and harassment in the workplace. It is the State's policy to provide an environment free of discrimination and harassment of an individual because of that person's race, color, national origin, age (40 and over), sex, pregnancy, religion, creed, disability, veteran's status or any other category protected by state and/or federal civil rights laws.